

PROCESSORS' QUESTIONNAIRE
CERTAIN FROZEN FISH FILLETS FROM VIETNAM

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than July 15, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain frozen fish fillets from Vietnam (inv. No. 731-TA-1012 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm produced the subject product (as defined in the instruction booklet) at any time since January 1, 1999?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 35 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petition to be made public)

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing the subject product from Vietnam into the United States or which are engaged in exporting the subject product from Vietnam to the United States?

☐ No ☐ Yes--List the following information.

Firm name

Address

Affiliation

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of the subject product?

☐ No ☐ Yes--List the following information.

Firm name

Address

Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Larry Reavis** (202-205-3185).
Supply all data requested on a calendar-year basis.

- II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

- II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, modernizations, consolidations, closures, or shutdowns because of outages, strikes, or equipment failure; curtailment of production because of shortages of materials; or any other intracompany changes that have adversely impacted the production quantity or quality of the subject product since January 1, 1999?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-3. Does your firm produce other products on the same equipment and machinery used in the production of the subject product?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of capacity data

- II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

- II-5. Does your firm produce other products using the same production and related workers employed to produce the subject product?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of employment data

- II-6. Since January 1, 1999, approximately what percentage of the U.S.-produced raw catfish you acquired was used to produce the subject product _____? What other products do you produce from U.S.-produced raw catfish? _____

- II-7. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of the subject product?

☐ No ☐ Yes--Name firm: _____

- II-8. Does your firm produce the subject product in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

- II-9. Since January 1, 1999, has your firm imported the subject product?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **the subject product** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-March	
	1999	2000	2001	2001	2002
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ (<i>quantity</i>)					
U.S. SHIPMENTS TO FOOD SERVICE CENTERS (<i>quantity</i>)					
U.S. SHIPMENTS TO RESTAURANT CHAINS (<i>quantity</i>)					
U.S. SHIPMENTS TO OTHERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below:					
² Identify your principal export markets: _____					
³ <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-11. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-12. Does your firm (check all that apply)--

☐ Pack foodsize raw catfish that you farm or that are farmed by a related firm?

☐ Pack foodsize raw catfish that you obtain from unrelated farms? If yes, please describe the typical arrangements with the farms from which you obtain the foodsize raw catfish that you pack. Do you sell the processed product and then reimburse the farmers the sale price received less a packing charge? Please explain:

II-13. Other than direct imports, has your firm otherwise purchased the subject product since January 1, 1999? (See definitions in the instruction booklet.)

☐ No ☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-March	
	1999	2000	2001	2001	2002
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
VIETNAM:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s) from which you purchased this product.					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Jim Stewart (202-205-3196)**.

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title _____

 Phone No. _____ E-mail address _____

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAAP ☐ Tax ☐ Cash ☐ Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigation? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on the subject product operations which indicate the cost of production of the subject product.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of the subject product.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced the subject product, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

- III-6. **Operations on the subject product.**--Report the revenue and related cost information requested below on the subject product operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases and transfers from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2001	2002
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Foodsize raw catfish					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

- III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on **the subject product**, and the values of the property, plant, and equipment used in the production of **the subject product**. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2001	2002
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

- III-8. Since January 1, 1999, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of the subject product from Vietnam?

☐ No

☐ Yes--My firm has experienced actual negative effects as follows:

 Cancellation or rejection of expansion projects ☐

 Denial or rejection of investment proposal ☐

 Reduction in the size of capital investments ☐

 Rejection of bank loans ☐

 Lowering of credit rating ☐

 Problem related to the issue of stocks or bonds ☐

Other (specify) _____

- III-9. Does your firm anticipate any negative impact of imports of the subject product from Vietnam?

☐ No

☐ Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Giamalva (202-205-2785).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's shipments of the following products during January 1999-March 2002 to all unrelated customers:

Product 1.— 2 to 3 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Product 2.— 3 to 5 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Product 3.— 5 to 7 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Product 4.— 7 to 9 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates. See instruction booklet).

Please note: If your product falls within one of the size ranges please report quantity and value of sales within the appropriate size range. For example, report sales of 4 ounce fillets with the 3-5 ounce product.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm to U.S. customers.

Product 1 ☐Product 2 ☐Product 3 ☐Product 4 ☐

<i>(Quantity in pounds, value in dollars)</i>						
	2000		2001		2002	
Month	Quantity	F.o.b. value	Quantity	F.o.b. value	Quantity	F.o.b. value
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/> <hr/>						

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of the subject product (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- IV-B-3. What are your firm's typical sales terms for its U.S.-produced subject product (e.g., 2/10 net 30 days)? _____. On what basis are your prices of the domestic product usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

- IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced subject product are on a contract (____ percent) vs. spot sales (____ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

- IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of the subject product? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

- IV-B-6. What is the approximate percentage of the total delivered cost of the subject product that is accounted for by U.S. inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ____ percent. 101 to 500 miles? ____ percent. Over 500 miles? ____ percent.
- IV-B-7. What is the geographic market area in the United States served by your firm's subject product?
- _____

- IV-B-8. Please estimate the percentage of your firm's total sales of U.S.-produced subject product that were made to the following types of customers in 2001.
- | | |
|---------------------------|-------|
| Food service distributors | _____ |
| Restaurant chains | _____ |
| Grocery stores | _____ |
| Other (please list) | |
| _____ | _____ |
| _____ | _____ |
| | 100% |
- IV-B-9. What other products may be substitutes for the subject product?
- _____

- IV-B-10. Describe the end uses of the subject product that you produce. For each end use product, what percentage of the total cost is accounted for by the subject product?
- _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

- IV-B-11. How has the demand within the United States (and outside the United States if known) for subject product changed since January 1, 1999? What were the principal factors affecting changes in demand?

- IV-B-12. Have there been any significant changes in the product range or marketing of the subject product in the past five years?

☐ No ☐ Yes--Please describe.

- IV-B-13. Does your firm sell the subject product over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of the subject product in 2001 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-13. Are the U.S.-produced and imported subject product from Vietnam used interchangeably (i.e., can they physically be used in the same applications)?

☐ Yes ☐ No--Please explain.

IV-B-14. Are the U.S.-produced and NONSUBJECT imported product (i.e., product imported from countries other than Vietnam) generally used interchangeably?

☐ Yes ☐ No--Please explain, by country.

IV-B-15. Are the NONSUBJECT imported product and the subject product from Vietnam used interchangeably?

☐ Yes ☐ No--Please explain, by country.

IV-B-16. Are there any differences in product characteristics or sales conditions between the U.S.-produced subject product and subject product imported from Vietnam that are a significant factor in your firm's sales of frozen fish fillets?

☐ No ☐ Yes--Please describe any such advantages or disadvantages of the domestic product compared to the imported product (e.g., quality, availability, transportation network, product range, etc.).

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-17. Are there any differences in product characteristics or sales conditions between the U.S.-produced subject product and NONSUBJECT imported product that are a significant factor in your firm's sales of frozen fish fillets?

☐ No

☐ Yes--Please describe any such advantages or disadvantages of the domestic product compared to the nonsubject imported product, by country of origin.

IV-B-18. Are there any differences in product characteristics or sales conditions between the NONSUBJECT imported product and subject product from Vietnam that are a significant factor in your firm's sales of frozen fish fillets?

☐ No

☐ Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product compared to the subject product from Vietnam.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for the subject product during 1999-2001. Please also provide the name and telephone number of a contact person and the approximate share of your firm's total shipments of the subject product that each of these customers accounted for in 2001.

No.	Customer's name	Street address, state, and zip code (No P.O. boxes please)	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: To avoid losing sales to competitors selling the subject product from Vietnam did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers
 Specific product(s) involved
 Date of your initial price quotation
 Quantity involved
 Your initial *rejected* price quotation (total delivered value)
 Your *accepted* price quotation (total delivered value)
 The country of origin of the competing imported product
 The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: Did your firm lose sales of the subject product to imports of these products from Vietnam?

☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers
 Specific product(s) involved
 Date of your price quotation
 Quantity involved
 Your rejected price quotation (total delivered value)
 The country of origin of the competing imported product
 The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>tons</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)